

Message Text

UNCLASSIFIED

PAGE 01 BANGKO 02845 041305Z
ACTION EA-09

INFO OCT-01 ISO-00 EB-08 /018 W
-----041338Z 056958 /50
R 041025Z FEBS77
FM AMEMBASSY BANGKOK
TO USDOC WASHDC
INFO SECSTATE WASHDC 8977

UNCLAS BANGKOK 2845

E.O. 11652: N/A
TAGS: BEXP, TH
SUBJECT: ADS REQUEST FOR ONEIDA LTD. SILVERSMITHS, ONEIDA,
N.Y.

REF: USDOC CD 144, JANUARY 11, 1977

THE FOLLOWING FIRMS HAVE BEEN CONTACTED AND HAVE EXPRESSED
INTEREST IN REPRESENTING THE U.S. FIRM AS AN AGENT FOR
STAINLESS STEEL CUTLERY AND HOLLOWARE:

1. CENTRAL DEPARTMENT STORE LTD.
306 SILOM ROAD, P.O. BOX 471
BANGKOK, THAILANDD
CONTACT: MR. SUTHIKIATI CHIRATHIVAT, DIRECTOR
PHONE: 2336930
CABLE: CETRAC BANGKOK
TELEX: CETRACT TH 2768
COMMENT: LOCAL FIRM HAS HAD AN AGENCY AGREEMENT WITH ONEDIA
SINCE OCTOBER 4, 1973 FOR THE WHOLESALE AND RETAIL DISTRIBUTION
OF ONEIDA'S PRODUCTS AND IS INTERESTED IN THE INSTITUTIONAL
LINE OF PRODUCTS. MR. SUTHIKIATI WOULD LIKE TO MEET ONEIDA
REPRESENTATIVE DURING HIS BANGKOK VISIT IN MARCH.

2. ITALASIA TRADING LTD. PART.
G.P.O. BOX 782
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186/9-10 SIAM SQUARE AREA 1
RAMA 1 ROAD
BANGKOK, THAILANDD
CONTACT: MR. ADOLFO BENEDETTI, MANAGER
PHONE: 2516760
CABLE: ITALSIA

TELEX: TH 3600

COMMENT:MR. ADOLFO STATED THAT THE GROWTH OF THE MARKET OF CUTLERY IS SLOW BUT STEADY, SINCE IT IS BASED ON THE DEVELOPMENT OF THE HOTEL AND RESTAURANT INDUSTRIES. ITALASIA IS ONE OF THAILAND LEADING IMPORTERS AND DISTRIBUTORS OF HOUSEHOLD APPLIANCES AND HOTEL SUPPLIES.

3. ALLIED METALS (THAILAND) CO. LTD.

4 SONGSAWAD ROAD, P.O. BOX 2564

BANGKOK, THAILANDD

CONTACT: MR. SUTEE JITCHAROONGPHORN, MANAGING DIRECTOR

PHONE: 2217091-2

CABLE: AMTECO

COMMENT: FIRM IS A LOCAL MANUFACTURER OF STAINLESS STEEL FOOD CATERING EQUIPMENT AND HAS GOOD CONNECTIONS WITH LOCAL HOTELS AND RESTAURANTS. MR. SUTEE FEELS THAT ONEDIA'S LINE OF CUTLERY AND HOLLOWARE WOULD BE COMPATIBLE WITH HIS.

4. WICKING HOTEL SUPPLIES DIVISION

JARDINE MATHESON (THAILAND) LTD.

1032/1-6 RAMA IV ROAD

BANGKOK, THAILAND

CONTACT: MR. SOMKIAT GANTANAT, MARKETING MANAGER

PHONE: 2869951-70

CABLE: JARTHAI

TELEX: TH 2672

COMMENT: MR. SOMKIAT STATED THAT ONEIDA PRODUCTS ARE QUALITY PRODUCTS WITH HIGHER PRICES AND IS SUITABLE FOR INSTITUTIONAL MARKET ONLY. WICKING HOTEL SUPPLIES IS A DIVISION OF JARDINE MATHESON (THAILAND) LTD. THIS DIVI-
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SION WAS ORIGINALLY INCORPORATED IN HONG KONG AND EXPANDED ITS ACTIVITIES INTO THAILANDS ABOUT THREE YEARS AGO. FIRM HAS GOOD EXPERIENCES IN THIS LINE OF BUSINESS.
WHITEHOUSE

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NNN

*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Disposition Comment:
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Drafter: n/a
Enclosure: n/a
Executive Order: n/a
Errors: n/a
Expiration:
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Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Previous Handling Restrictions: n/a
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Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3456921
Secure: OPEN
Status: <DBA CORRECTED> jms 970908
Subject: ADS REQUEST FOR ONEIDA LTD. SILVERSMITHS, ONEIDA, N.Y.
TAGS: BEXP, TH
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/144b9cce-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
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